



## ANGEL CAPITAL ASSOCIATION

### 2016 ACA Summit

*Pennsylvania Convention Center  
Philadelphia, PA*

## AGENDA

### Monday, May 9

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**10:00-2:00** **Corporate Office Hours**

Ballroom  
Foyer Schedule private meetings with representatives of Dow and Independence Blue Cross to discuss your portfolio companies and how they may fit strategically with the corporations.

**12:00** **Sponsor and Innovation Showcase Exhibits Open**

**1:00** **Kickoff for New Summit Attendees and New Members**

126A **Matt Dunbar, South Carolina Angel Network (ACA Membership Chair)**  
**Marcia Dawood, BlueTree Allied Angels/ Golden Seeds (ACA Membership Vice Chair)**  
**Sarah Dickey, Angel Capital Association**

New to the ACA Summit? Get tips about how the event works and how to get the most out of your time.

**2:00** **Opening Keynote: Kay Koplovitz – Leading the Way for Women in Business**

Ballroom IV **Kay Koplovitz, founder of USA Network, Syfy Channel, and game changing entrepreneur** discusses her entrepreneurial journey, experiences as an angel investor, and how she is working to help more women grow successful companies. The interviewer is **Natalia Oberti Noguera, founder of Pipeline Angels.**

**2:45** **Angel Returns – The 2016 Study Results**

Ballroom IV **Rob Wiltbank, Angel Resource Institute**  
How will returns differ from the ground-breaking 2007 study that found a 2.6X return in 3.5 years for angels in groups? The 2016 research covers average rate of return for angels, distribution of returns, and factors that influence angel outcomes.

**3:15** **Annual Members Meeting**

Ballroom IV ACA members in the room will vote on a slate of Board Directors and a quick update on key ACA activity.

**3:30** **Break and Sponsor Exhibits** (BROAD STREET ATRIUM AND BALLROOM FOYER)

**3:45** **Concurrent Sessions**

121A **Getting Deals Funded: Trends in Syndication**

**Howard Lubert, Keiretsu Forum Mid-Atlantic and Southeast**  
**Ken Gatz, ProSeeder Technologies**  
**Dan Mazzucco, PhD, ZSX Medical Systems**

Angels are getting better and better at working together to get the capital that growing entrepreneurs need. Get the latest on processes that work.

120A **Trends and Best Practices in Building and Sustaining Angel Groups**

**Julie Harrelson, Cascade Angels**

This fast-paced session starts with an overview of trends in angel investing, angel networks and angel funds. The participants then create a list of opportunities and challenges and then share best practices for how to best solve challenges and leverage opportunities.

- Ballroom III **What It Takes to Be a Successful Angel – Getting Started**  
**Jean Hammond, Launchpad Venture Group and Golden Seeds**  
**Jim Connor, Sand Hill Angels**  
**Ken Kousky, BlueWater Angels**  
**Suse Reynolds, Angel Association New Zealand**  
 New angels have so many choices and so much to consider! Come hear advice from experienced angel investors about how to get off to the right start in this challenging world of angel investing. This session will include tips for creating your portfolio of angel investments and weighing your odds for success.
- Ballroom IV **Outcome-Based Investing – Managing and De-Risking Deals After Investing**  
**Tobin Arthur, angelMD**  
**Rob Arnold, Angel Investor**  
**Charles Emley, Jr., angelMD Catalyst Fund**  
**Michael Raymer, Health Advisory Partners**  
 So much of angel investing focuses on deal selection. This workshop focuses on how to manage and de-risk investments after the investment is made. We'll explore investor communication, board participation and how to leverage a community of experts to efficiently support a company in the years that follow an investment.
- 126A **Common Myths in Life Science Investing**  
**Greg Harriman, Robin Hood Ventures and BioAdvance**  
**David Owens, BiologicsMD, Inc, Delaware Crossing Investor Group, MidAtlantic Angel Group Fund**  
**Kelly Marie McVeary, Life Science Angels**  
**Ellen Weber, Robin Hood Ventures**  
 Many people believe that angel groups can't do life sciences deals. We'd like to dispel that myth, and share how angel groups can successfully invest in life science companies, including the unique criteria for successful life science investments, and how to work across the ecosystem to make the investment happen (economic development groups, angels, VCs, pharma companies).
- 4:30 Break and Sponsor Exhibits (BROAD STREET ATRIUM AND BALLROOM FOYER)**
- 4:45 Concurrent Sessions**
- 121A **How New Technologies and Platforms will Change Angel Investing**  
**Trish Costello, Portfolia**  
**Scott Dubin, OurCrowd**  
 As Uber changed the taxi business and Airbnb changed hospitality, venture investing - both traditional angel investing and the venture capital practice - is ripe for disruption. New technology processes, structures, algorithms, and management practices will create the first substantive changes in 50 years. This session explores the changing landscape and moderates a process to identify five ways that entrepreneurial investing will change over the next ten years.
- 120A **Best Metrics for Recruiting and Retaining Angel Group Members**  
**Rick Timmins, Central Texas Angel Network**  
**Jeff Stoler, Sidecar Angels and Launchpad Venture Group**  
 Two experienced angels discuss the most effective metrics for attracting and retaining angel group members, plus enhancing portfolio returns. Prior to the Q & A, streamlining of data collection will be discussed.
- Ballroom III **How to Find the Best Deals for You**  
**Marc Kramer, Private Investors Forum**  
**Mike Eckert, NO/LA Angel Network**  
**Karen Grant, AngelOne Investor Network**  
**Kevin Learned, Boise Angel Alliance**  
**Kristina Montague, The JumpFund**  
 One of the most important parts of angel investing is making sure you get access to the right investment opportunities for you. Explore different options, from building your network in your community's startup ecosystem, online platforms, angel groups, or working through universities near you, and more. It's a "how to" program.

Ballroom IV

**Building Talent in Portfolio Companies**

**Theresa Sedlack, Innovation Park at Notre Dame**

**Steve Flaim, Tech Coast Angels**

**Jim Hunt, Blu Venture Investors**

**Ken Kousky, BlueWater Angels**

Management teams are critical to the success of portfolio companies - nothing about them is "a given" though, and significant work is needed to continually identify, recruit and develop the talent an accelerating venture needs for success and return on investment. A portion of the discussion will include topics of relevance to university-affiliated deal flow, such as transitioning from technical leadership as a venture continues to grow.

126A

**Impact Investing 101**

**Rachele Haber-Thomson, Investors' Circle**

**John Moore, Robin Hood Ventures**

**Ken Merritt, North Country Angels/ Investors' Circle**

What is impact investing? How can it fit into your angel portfolio? Impact investing is a dialogue about pursuing financial returns, creating positive change in the world, and whether it's possible to do both. This panel will explore how to assess, measure, and manage impact investments.

5:30

**Networking Reception** (BROAD STREET ATRIUM)

Network with your colleagues and learn more about the organizations sponsoring the Summit and companies participating in the Innovation Showcase.

7:00

**Informal Dinners (*on your own*)**

Invite your colleagues to join you for dinner at one of several restaurants in the area.

## Tuesday, May 10

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- 7:30**  
120B **Breakfast Briefing sponsored by E&I Risk Insurance**  
**Protect the Family Jewels – IP Due Diligence Tools Keep Patent Trolls Away**  
Entrepreneurs and Investors Risk Insurance presents Joe Agiato (Senior VP and CFO of Intellectual Property Insurance Services Corporation and CEO of Newlight Capital) and Dennis Loomis (Partner at Baker Hostetler). They speak about mitigating investment risk through IP due diligence and IP insurance, such as a \$1M policy backed by Lloyds of London. Learn about the due diligence benefits of aligning business and IP strategy and how to mitigate the rest of your investment by using various IP insurance products. The breakfast is complimentary, but a tax-deductible donation to the Angel Resource Institute is suggested. Please visit [www.angelresource.org](http://www.angelresource.org) to make your donation.
- 7:30**  
126A **Networking Breakfast for New Summit Attendees and Members**  
Is this your first ACA Summit or are you a relatively new member? Get to meet other “newbies” and also hear from leading members about their experiences at this event.
- 7:45**  
**Continental Breakfast** (BROAD STREET ATRIUM)
- 8:30**  
Ballroom IV **Keynote: A Conversation with Alternative Investing Expert Bob Rice**  
**Bob Rice, Tangent Capital**  
**David S. Rose, New York Angels and Gust**  
Bob Rice is the bestselling author of “Three Moves Ahead” and “The Alternative Answer,” and a daily contributor to Fox News and Investment News. Hear his unique and comprehensive perspective on alternative investing based on a remarkably diverse background.
- 9:15**  
Ballroom IV **Preview: The American Angel Campaign**  
**Laura Huang, Wharton Entrepreneurship**  
ACA has partnered with Wharton Entrepreneurship to do the first ever study of who angels are demographically, how they became angels, and what factors influence their investing. Get some early insights from the data from the lead researcher – and make sure your data is included.
- 9:30**  
**Break and Sponsor Exhibits** (BROAD STREET ATRIUM)
- 9:30-Noon**  
121C **ProSeeder Meetings**  
Team ProSeeder will be showing off some exciting features from our latest release. ProSeeder's training and implementation teams will be onsite to on-board new clients and provide updates for existing ones. All current and potential clients are welcome to join!
- 9:45**  
**Concurrent Sessions**
- 121A **After the Investment: Ensuring Follow-on Capital is There**  
**Morgan Churchman, Investors' Circle**  
**Lauren Flanagan, BELLE Capital USA**  
**Saul Richter, Rittenhouse Ventures**  
**Dan Rosen, Alliance of Angels**  
Angels need to take an active role in advising and assisting the understaffed entrepreneur. Without follow-on capital even the best company will fail and raising that capital can more than often require early unconventional methods.
- 120B **Getting Members to Lead Deals and Do It Well**  
**Nathan McDonald, Keiretsu Forum Northwest**  
Any angel group leader will tell you that one of the biggest challenges their groups face is finding member angels to lead due diligence and deal negotiation for deals. Who does it well? Let's find some good practices and new ideas that bring in more angels to lead deals.
- 120A **The Art of the Deal: Deal Terms and More!**  
**Elizabeth Sigety, Delaware Crossing Investor Group/ Fox Rothschild**  
**Wayne Kimmel, Seventy Six Capital**  
**Loren Danzis, Fox Rothschild/ Delaware Crossing Investor Group**  
Join us for an upbeat mock negotiation between prominent angel investor and ever-so -confident entrepreneur in a condensed version of due diligence conversations and deal term determinations. This entertaining presentation aims to hit the main considerations and deal terms which an angel must consider in deciding whether or not to invest in an emerging company and to present both sides of each deal point.

- 120C **Building Exit Value for Strategic Buyers**  
**Craig Mullett, Angel Investor Forum**  
**Meredith Haviland, Foley Hoag**  
 Improve the size of the most common liquidity event - a sale to a strategic buyer. What types of buyers are most attractive? How early should you approach them and what is a reasonable timeline for an exit process? What key value drivers do strategic buyers look for? What are the "red flags" to avoid having a buyer walk away? How do you align management and investors at the exit table? What about earn-outs?
- 126A **Tax Issues That Matter for Angels**  
**Jeff Snellenburg, PA Angel Network**  
**Jeffrey Kelson, EisnerAmper**  
 Angels can increase their returns by better understanding the tax code and where they can take advantages of losses, corporate structures, and federal and state tax benefits. An accounting firm that works a lot with angels reviews factors in investing in LLCs and C Corps, and a series of benefits to consider. We'll look at investment examples to clarify points for angels without accounting backgrounds.
- 123 **Workshop for Showcase Companies: The Obvious and Not So Obvious Issues**  
**Entrepreneurs Must Know When Raising Money (Ins & Outs of Term Sheets)**  
**David Gitlin, Greenberg Traurig, LLP**  
**Beth Cohen, Greenberg Traurig, LLP**  
 One of the most important documents to an entrepreneur is the term sheet. Which terms are most important? How do they affect you? How to negotiate to get the best result? Join us for a workshop discussing best practices on negotiating term sheets when raising capital.
- 10:30 Break and Sponsor Exhibits (BROAD STREET ATRIUM)**
- 11:00 Concurrent Sessions**
- 121A **Successful Angels Debate Best Practices Vs. Luck**  
**Dave Berkus, Tech Coast Angels**  
**Brian Cohen, New York Angels**  
**Christopher Mirabile, Launchpad Venture Group**  
 How much luck does a professional angel need on top of following investing best practices to reach a successful exit? Three successful and prolific angels debate this issue and relate their individual stories to better understand how to create better luck and raise the bar on more strategic best practices.
- 120B **Roundtable for Group Administrators**  
**John Moore, Investors' Circle, Robin Hood Ventures, Delaware Crossing Investor Group**  
**Claire England, Central Texas Angel Network**  
 Angel group leaders: bring your questions and experience to everyone else in the room to exchange ideas and perspectives for your really unique job.
- 120A **Demystifying Due Diligence**  
**Tony Shipley, Queen City Angels**  
**Marcia Dawood, BlueTree Allied Angels and Golden Seeds**  
**Stephen Baggott, Queen City Angels**  
**Ryan Udell, White and Williams**  
 Due diligence is a critical step in the decision process for whether to invest or not -and robust due diligence is correlated with better returns. We will provide an overview of due diligence and specifics on the key questions and information that are typically covered in due diligence work. We will share how the due diligence work product is used to make the investing "yes or no" decision. The session is designed for those who are fairly new to angel investing, and assumes little previous experience with the due diligence process. It is also appropriate for angels with some experience who are looking for a refresher on due diligence basics.
- 120C **Exiting the Un-Exitables**  
**Parker MacDonell, Ohio TechAngel Funds**  
**John Harbison, Tech Coast Angels**  
**Michael Kindrat-Pratt, Ohio TechAngel Funds**  
 The zombies are coming! And they aren't the fast-moving, agile type. What if there was actually a way to extract value from some of the companies that have overstayed their welcome in our portfolios? Network and fund managers alike will learn unique approaches to exiting companies whose revenue graphs didn't end up going "up and to the right." Ever think of a running a Dutch auction? Secondary markets are hot. How about setting up a "Lost Causes" fund? No, no, no, let's just sell our shares back to the company. Come hear from a panel that has run the gamut (and made plenty of mistakes!) on these scenarios.

126A

**Investing in Inclusive Teams**

**Victoria Pettibone, Astia Angels**

**Barbara Clarke, Rising Tide Fund and Astia Angels**

**Teresa Nelson PhD, National Women's Business Council**

**Nnamdi Okike, 645 Ventures**

**Rhonda Wallen, Andarix Pharmaceuticals**

Data – both objective and anecdotal – supports the theory that leadership teams that have diversity in gender, race and perspective out-perform non-inclusive teams. This session explores the challenges of finding, building and supporting a portfolio of companies with founders and management from diverse backgrounds, and how to overcome those challenges. Topics include: finding and accessing a robust pipeline of investment opportunities, creating communities of co-investors with a likeminded investment thesis, building diverse networks to support each ventures' success, and thinking globally.

123

**Workshop for Showcase Companies: Strategies for IP Creation and Commercialization**

**James DeCarlo, Greenberg Traurig, LLP**

**Chinh Pham, Greenberg Traurig, LLP**

A strong patent portfolio can help start-ups attract investors. During this workshop, Greenberg Traurig IP attorneys will offer practical guidance on what startup enterprises need to know about developing, protecting and monetizing their IP assets. They will address: protecting your ideas; patents, trademarks, copyright, trade secret basics; IP strategic planning; patenting in the new world of patent eligibility; and, preparing for the new examining practices coming at the PTO.

11:45

**Break and Sponsor Exhibits** (BROAD STREET ATRIUM)

12:00

**Luncheon, Awards and Keynotes Mark Walsh and Brad Feld**

Ballroom IV

**Dave Berkus, Tech Coast Angels**

**Ken Gatz, ProSeeder Technologies**

**Mark Walsh, Small Business Administration**

**Brad Feld, Foundry Group**

We'll Start with the presentation of the Luis Villalobos Award for the most innovative ACA portfolio company and hear from the three finalists. Enjoy lunch with new and old friends, and then hear from Mark Walsh, who has a VERY different background than most government leaders. He is a serial entrepreneur and active angel investor in companies that went public, and now he leads the investment and innovation divisions of the SBA. How do his plans affect angels in 2016? Then hear from one of the most respected and active investors in the world, Brad Feld. Hear his thoughts on new trends in entrepreneurship, venture capital and angel investing.

2:00

**Break and Sponsor Exhibits** (BROAD STREET ATRIUM)

2:15

**Innovation Showcase**

Hear from innovative companies in life sciences, clean tech, IT and consumer goods – in ten rooms. The rooms will be divided by sector so that angels can select the location that best fits you interests. The list of participating companies is [here](#).

120A

**Consumer Products (Advanced Absorbent, Fitly, GraphWear Technologies, Abom, Roadiy)**

120B

**Life Sciences (AsclepiX Therapeutics, AxumBio, BioDetego, Biomecite Diagnostics, emocha Mobile)**

120C

**Life Sciences (Endomedix, Excision BioTherapeutics, Feldan Therapeutics, Kineta, LumiThera)**

121A

**Life Sciences (LytPhage, nView medical, OtoNexus Medical, Sonavex, US Nano)**

126A

**Life Sciences (ZSX Medical, ARC Healthcare Solutions, Cyclia, OcuMedic, EnzoNano)**

121B

**Tech (Codelucida, 360Medlink, Acceleration Systems, BioSignl Analytics, Care Progress)**

121C

**Tech (Court Innovations, D3 Unified Communications, fitDEGREE, i-HumanPatients, Legal Science)**

123

**Tech (MediCoupe, Pulse Infoframe, RistCall, Tassl, UnaliWear)**

124

**Tech/Fund (Keiretsu Capital, WatchRx, WhoseYourLandlord, Mozzaz Corp)**

125

**Genoverde Biosciences, Menon Laboratories, Renerge, Navillum Nanotechnologies, Orange Maker**

3:15

**Break and Sponsor Exhibits** (BROAD STREET ATRIUM)

3:30

**Ten Hot Topic Roundtables**

These different roundtables are anything but talking heads – they are the chance for all attendees to talk and participate in the topic area of greatest interest.

- 120A      **Angel Investing 2020 - What Will the Funds of the Future Look Like?**
- 120B      **Angels Working with Entrepreneurs - What Strategies are Most Successful?**
- 120C      **Cross Border and Cross Experience – Rising Tide Investing and Learning Program**
- 126A      **Disasters of Term Sheets (Bad Things Happen to Good Term Sheets)**
- 121B      **How to Uncover an Entrepreneur's Strengths and Weaknesses During their Pitch - the Right Follow-up Questions**
- 121C      **If Angels Could Ask Only One Due Diligence Question, What Would it Be?**
- 123        **Investing and Syndicating Through Online Platforms for Accredited Investors**
- 125        **Patenting in the New World of Patent Eligibility**
- 121A      **The Angel Voter – How Angels Impact Politics in 2016 and Why You Should be Involved**
- 124        **Valuation Models and Trends for Pre-Revenue Companies**

4:15

**Break and Sponsor Exhibits** (BROAD STREET ATRIUM)

4:30

**The New Regulation Crowdfunding and Its Impact on Angels**

Ballroom IV

**Sebastian Gomez Abero, Securities & Exchange Commission**  
**Christopher Mirabile, Launchpad Venture Group**

On May 16, a new type of crowdfunding will begin in the U.S. – the general public will be able to make equity investments in private companies. This session brings in one of the authors of Regulation Crowdfunding to clarify the key things for investors and issuing entrepreneurs to know. ACA Chairman Christopher Mirabile analyzes the rules and provides insights on what this new type of financing means for American angel investors.

5:15

**Insights on an Emerging and High Growth Sector for Angels – Legal Cannabis**

Ballroom IV

**Francis Priznar, ArcView Group**  
**Erick Brimen, NeWAY Capital**

Angels need to understand new industry trends, and legal cannabis is one of the fastest growing sectors. Understand the data behind the market and what deals look like.

5:25

**Reception in Honor of Award Winners and Showcase Companies** (BROAD STREET ATRIUM)

Network with your colleagues and learn more about the organizations sponsoring the Summit and companies participating in the Innovation Showcase. You'll have the chance to reward entrepreneurs with "venture bucks" for elevator pitches during the reception.

7:00

**Informal Dinners (on your own)**

Invite your colleagues to join you for dinner at one of several restaurants in the area.

## Wednesday, May 11

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- 8:00** **Breakfast Briefing, sponsored by the Canadian Consulate – Deal Sourcing in Canada Eh!**  
126A **Ela Borenstein, Business Development Bank of Canada**  
**Michael Cain, Wilmington Investor Network**  
**Ross Finlay, First Angel Network**  
**Catherine Mott, BlueTree Allied Angels**  
This session is about finding extraordinary deals in Canada. It will discuss the successes angels have had investing north of the 49th parallel and look at opportunities to develop great relationships with Canadian angel groups. It will address some of the myths around investing in Canada and look at the many benefits Canadian companies have as they grow.
- 8:15** **Continental Breakfast** (BROAD STREET ATRIUM)
- 9:00** **Concurrent Sessions**
- 121A **Understanding Philadelphia’s VC Universe: Insights on VC-Angel Connections for Deal Making**  
**Stephen Zarrilli, Safeguard Scientifics**  
**Mike DiPiano, New Spring Capital**  
**Ira Lubert, Independence Capita Partners/ LLR Partners**  
**Richard Vague, Gabriel Investments**  
Take part in a dialogue with some of the Philadelphia region’s most experienced investors around the vital relationship between angels and VCs within a healthy investment community. Hear from four VCs most uniquely passionate about ACA coming to Philadelphia, and learn how their own collaborative relationships with angels and angel groups have built a consistent flow of opportunity for both investment perspectives.
- 120B **My Biggest Mistakes and Best Decisions as an Angel Group Leader**  
**Dan Mindus, NextGen Venture Partners**  
**Jo Ann Corkran, Golden Seeds**  
**Jim Corman, AIM Group**  
**Rick Vaughn, Mid-America Angels**  
Angel group leaders have many stories about their adventures in running their organizations. Come to learn firsthand about biggest mistakes and best decisions of some group leaders. Take advantage of their learning, avoid pitfalls and improve performance of your group. And come prepared to share your own stories.
- 120A **When to Walk Away From a Deal**  
**Morgan Churchman, Investors’ Circle**  
**Kendra Brill, DeSimone Group**  
**Garret Melby, Good Company Ventures**  
**Ira Wallace, Keiretsu Forum MidAtlantic and Mid Atlantic Bio Angels**  
In a lively skit, angels will negotiate a deal, helping the audience see ten categories of reasons to say no, but to single out three reasons that the angel might find “hidden” by asking the right questions.
- 120C **Secrets of Successful Angel Deals That Start with University Technology**  
**Jamie Rhodes, Alliance of Texas Angel Networks**  
**John Hanak, International Business Innovation Association/ Purdue Incubator**  
**Peter Schuerman, Ph.D., University of California, Merced**  
**DeAnn Smith, Foley Hoag**  
University researchers have some great intellectual property, some of which really could result in the next Google. Experts walk through the practicalities of making these deals a reality for angels.
- 126A **Structured Exits – A Better Mousetrap?**  
**David Gitlin, Greenberg Traurig, LLP**  
**John May, New Vantage Group**  
The session includes a discussion of the basic concepts behind a structured exit and what sort of investments would be appropriate. The speakers will address deals that might have resulted in better returns had a structured exit vehicle been used, as well as the pros and cons of using this investment vehicle in lieu of the traditional venture capital model.
- 9:45** **Break and Sponsor Exhibits** (BROAD STREET ATRIUM)



**10:00 Concurrent Sessions**

- 121A **Regional Collaboratives: New Approach to Catalyzing Deal Flow, Diligence & Customer Acquisition**  
**Keith Marmer, CEO Council for Growth**  
**Marc Siry, Comcast**  
**Tom Olenzak, Independence Blue Cross**  
**Keith Orris, Drexel University**  
**RoseAnn Rosenthal, Ben Franklin Partnership of Southeast Pennsylvania**  
Regional ecosystems with corporate, academic and entrepreneurial stakeholders offer an ideal testing ground for innovation. In Philadelphia, industry leaders have uniquely come together to create a collaborative approach to vetting innovations and accelerating companies to market, particularly in health care. Meet with the leaders of the Healthcare Innovation Collaborative, a groundbreaking initiative to spur market solutions, venture growth, and investment opportunities for partners of healthcare, corporate, university, and investment capital perspectives. Learn how their unique approach to corporate/public/private partnerships is working towards engagement of high-growth ventures with key insights and diverse capital, while developing faster solutions for market needs, and catalyzing present and future growth of an innovation ecosystem.
- 120B **Syndication: Accredited Platforms and Angel Groups**  
**Katherine O'Neill, Jumpstart New Jersey Angel Network**  
**Ryan Feit, SeedInvest**  
**Manny Fernandez, DreamFunded**  
The name of the game for deals of a certain size is finding good ways to syndicate. Online platforms for accredited investors are increasingly being used by angel groups to fill out their rounds and for individual angels to invest in interesting deals they don't otherwise see. These experts will walk through some examples of angel group deals that were syndicated via platforms.
- 120A **The Great Convertible Note Debate – What New Angels Need to Know**  
**David Sorin, McCarter & English**  
**John Huston, Ohio TechAngel Funds**  
**Annarie Lyles, Jumpstart New Jersey Angel Network**  
Two experienced angels will debate both the appealing and agonizing aspects of buying convertible notes in lieu of equity, providing a comprehensive grounding of the optimal use of such notes from the perspectives of angels, angel directors, and entrepreneurs
- 120C **A Conversation Between Angels and University Tech Experts**  
**Steve Flaim, Tech Coast Angels**  
**Peter Cowley, UK Business Angel of the Year 2014/ Cambridge Angels**  
**Jerry Creighton, New Jersey Institute of Technology**  
**Jorge Varela, Tech Fort Worth and Cowtown Angels**  
Angels who are Entrepreneurs-in-Residence at universities are on the front lines of working through the culture clash of academia and early-stage investors. Three EIRs discuss: What kind of progress has been made?
- 126A **Ways to Attract More Women to Angel Investing**  
**Linda Smith, Sierra Angels**  
**Loretta McCarthy, Golden Seeds**  
**Archna Sahay, City of Philadelphia Entrepreneurial Investment**  
One of the biggest developments in angel investing in the last year is the creation of new models and education programs to grow women's participation in angel investing. Explore these models and also how one traditional angel group increased the percentage of women members to 40 percent.
- 10:45 Break and Sponsor Exhibits (BROAD STREET ATRIUM)**

**11:00**      **Keynote Presentation – Fabrice Grinda**

Ballroom III      Fabrice Grinda is among the world's leading Internet entrepreneurs and investors. He has over \$300 million in exits and 200 angel investments. Fabrice has served as CEO for three multinational companies and has an impressive track record as an early investor in Alibaba, Lending Club, Delivery Hero and Brightroll. Gain his insights from considerable thinking and experience in the angel world.

**12:00**      **Lunch**

Grab your lunch from the buffet and join your colleagues for the last meal of the ACA Summit.

**12:30**      **Keynote Presentation – Howard Morgan**

Ballroom III      One of the most respected venture capitalists in the world, Howard Morgan is a sought after speaker on entrepreneurship and investing. He is a co-founder and partner at First Round Capital, where Howard and colleagues like Josh Kopelman believe great companies are built by great entrepreneurs, not venture capitalists.

**1:30**      **Adjourn**